

MANAGED CLOUD FREQUENTLY ASKED QUESTIONS



WHAT IS MANAGED CLOUD SERVICE?

QTS Managed Cloud enables organizations like yours to maximize the benefits of cloud computing without all the hassles and costs of managing and maintaining your cloud environment. It all starts with our dedicated and highly skilled cloud engineers and support team. We take the time to understand your unique requirements, and then design, deploy and flawlessly manage all or some of your high performance, security-rich cloud. From network, compute and storage to high-touch managed services – our flexible managed solutions enable you to improve operational efficiency and reliability, enhance security and compliance, and reduce expenditures.

WHY WOULD I WANT QTS TO MANAGE MY CLOUD?

Managing and maintaining your cloud can be very complex, inefficient and costly. If you don't have the in-house expertise and resources that's required, or if your staff's time is being consumed with the day-to-day tasks of supporting your cloud environment instead of focusing on the business, then outsourcing most likely makes sense. QTS will provide the right level of support to meet your changing business needs- we won't force you to purchase services you don't need or want. Our engineers and support team have the experience and skills necessary to improve operational efficiencies while reducing overall costs, and we'll ensure your cloud environment is always secure and compliant.

WHAT IF I ONLY WANT TO OUTSOURCE CERTAIN TASKS?

Our Managed Cloud solution is tailored to fit your IT infrastructure and support needs – from network, compute and storage to high-touch managed services – including monitoring, network intrusion detection, Disaster Recovery as a Service (DRaaS) and Anti-DDoS. You choose what makes most sense for your business; we don't box you in with inflexible all-or-nothing bundled solutions.

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WHAT ARE SOME OF THE KEY BENEFITS OF MANAGED CLOUD?

Key benefits include:

- Leverage our scalable, secure, high-performance IaaS platform with compliant managed solutions
- Outsource only those tasks you don't want to manage in-house
- Expert engineers and support team provide the right level of support to meet your evolving business needs
- Reduce complexity and improve operational efficiencies
- Improve security and compliance

WHAT ARE THE KEY INDICATORS THAT I MIGHT BE A GOOD CANDIDATE FOR MANAGED CLOUD?

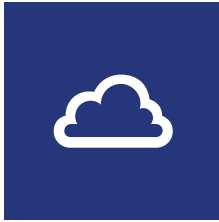
Compared to a self-managed solution, Managed Cloud is most likely the right choice if you:

- Avoid moving to cloud because it's too complex and/or costly
- Do not have necessary expertise or bandwidth to manage cloud environment
- Value and trust a service provider to manage all or some tasks so that your staff can concentrate on projects that deliver measurable value to the business
- Seek a highly secure and compliant environment

WILL YOU OFFER ADDITIONAL FEATURES AND CAPABILITIES IN THE FUTURE?

Yes, QTS Managed Cloud will provide future enhanced offerings that will give customers even greater flexibility and choice in managing their hybrid clouds.

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WILL I HAVE VISIBILITY EVEN THOUGH QTS IS MANAGING MY CLOUD ENVIRONMENT?

Yes. Just because QTS manages your cloud, doesn't mean you lose control. The QTS Customer Portal provides access to robust tools that enable you to monitor network performance, alerts, and updates. Personalized dashboards and reports give you insight into your cloud environment, and our Operations Support Center (OSC) is available to respond to any questions or issues you may have 24x7x365.

WHERE CAN I LEARN MORE?

For more details on QTS Managed Cloud visit:
www.qtsdatacenters.com/products/cloud_servicesqts_/managed_cloud

CONTRIBUTORS

ABOUT QTS | 877.QTS.DATA | QTSDATACENTERS.COM

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of secure, compliant data center solutions and fully managed services, and the owner of Carpathia Hosting, a leading provider of hybrid cloud services and managed hosting. QTS' integrated technology service platform of custom data center (C1), colocation (C2) and cloud and managed services (C3) provides flexible, scalable, secure IT solutions for web and IT applications. QTS' Critical Facility Management (CFM) provides increased efficiency and greater performance for third-party data center owners and operators. QTS owns, operates or manages 25 data centers and supports more than 1,000 customers in North America, Europe and Asia Pacific. For more information, please visit www.qtsdatacenters.com, call toll-free 877.QTS.DATA or follow us on Twitter @DataCenters_QTS.